

Message Text

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INFO OCT-01 ARA-06 ISO-00 EB-07 /014 R

DRAFTED BY COM/BIC/OED/MEPD/JSMITH/LW

APPROVED BY EB/OCA/CM/JSIMMONS

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STATE/ARA/NC/TSONANDRES (PHONE)

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FM SECSTATE WASHDC

TO AMEMBASSY CARACAS PRIORITY

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E.O. 11652: ;/A

TAGS: BENC, VE

SUBJECT: MAJOR PROJECT: RAILROAD

REF: CARACAS 1715; PREVIOUS

1. SEVERAL U.S. COMPANIES NOW DEVELOPING GROUPS TO BID ON
SU3JECT PROJECT. MEPD HAS REQUESTED THEY PROVIDE US WITH

LETTERS ADDRESSED TO AMBASSADOR IDENTIFYING CONSORTIA AND
OUTLINING CAPABILITIES. LETTERS HAVE BEEN REQUESTED FOR

TUESDAY, FEBRUARY 17, 1; WASHINGTON. THEY WILL BE
FORWARDED TO EM,ASSY IMMEDIATELY UPON RECEIPT. HOWEVER,
FIRMS HAVE HAD EXTREMELY SHORT TIME TO REVIEW DOCUMENTS
AND MAKE ARRANGEMENTS FOR CONSORTIUM CONTRACTS. UNDER
CIRCUMSTANCES, THERE IS POSSIBILITY LAST MINUTE
NOTIFICATION.

2. WE HAVE BEEN IN CONSTANT CONTACT WITH ALL FIRMS KNOWN
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BE INTERESTED IN PRIME CONTRACTS. PULLMAN INC. IS MEETING

TODAY WITH SEVERAL COMPANIES. IT WILL DELIVER LETTER
TUESDAY EITHER IDENTIFYING OTHER PARTNERS, IF CONFERENCE IS
SUCCESSFUL, OR INDICATING ITS INTENTION TO PURSUE JOB AS

PRIME CONTRACTOR CALLING UPON CORPORATE CAPABILITIES FOR
ENGINEERING CONSTRUCTION OF SWINDELL-DRESSLER AND OF
PULLMAN-STANDARD--LARGEST U.S. ROLLING STOCK
MANUFACTURER. MORRISON-KNUDSEN INTERNATIONAL HAS JUST
BEEN AWARDED 60 MILLION DOLLARS CONTRACT TO BUILD
MINING RAILROAD IN SURINAM. COMPANY EXECUTIVE, IRVIN
MOE, NOW EN ROUTE FROM PARAMARIBO TO CARACAS. HE WILL
VISIT EMBASSY NEXT WEEK TO DELIVER LETTER OF INTENT
FROM MKI. AS IN CASE PULLMAN, COMPANY MAY BE ABLE
IDENTIFY OTHER FIRMS IN CONSORTIUM OR MAY INDICATE ITS

WILLINGNESS PROPOSE ON ITS OWN BEHALF. BECHTEL REP
STATED TO MEPD, "WE HAVE NOT COMMITTED BECHTEL TO
PARTICIPATION IN A CONSORTIUM AT THIS TIME."
APPARENTLY FIRM'S SENIOR MANAGEMENT HAS NOT YET DECIDED
WHETHER TO PURSUE THE PROJECT. FORD, ZACON, AND DAVIS
STILL VERY INTERESTED BUT ITS DECISION-MAKING OFFICER
COULD NOT BE REACHED TODAY. GUY F. ATKINSON INFORMED
US THAT IT HAD BEEN INTERESTED IN PROJECT, BUT WHEN IT
LEARNED SCOPE OF WORK, INDICATED PRIME CONTRACT BEYOND
COMPANY'S CAPACITY.

3. PER REQUEST IN REFTTEL, FINAL CABLE REPORT WILL BE

TRANSMITTED WEDNESDAY, FEBRUARY 18. FIRMS DO NOT
MEETING THAT DEADLINE WILL BE INFORMED CHANCE OF
NOTIFYING EMBASSY BEFORE FRIDAY IS PROBLEMATIC. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: CunninFX
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE036567
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/OED/MEPD/JSMITH/LW
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760056-0456
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760248/aaaabqhe.tel
Line Count: 92
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 CARACAS 1715
Review Action: RELEASED, APPROVED
Review Authority: CunninFX
Review Comment: n/a
Review Content Flags:
Review Date: 21 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 JUL 2004 by izenbei0>; APPROVED <29 OCT 2004 by CunninFX>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: MAJOR PROJECT: RAILROAD
TAGS: BENC, BEXP, VE
To: CARACAS
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006